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lower stories of the main building in New York is the one which will most interest the buyer. The firm came to the conclusion that by abolishing the middle-man and their relations with the retail trade and becoming retailers themselves, they would prevent that scattering of profit which entails a loss to the manufacturer, and an increase of cost to the purchaser. The total results of this new experiment may be summarized: better conditions and more pay for the workpeople; additional profit to the manufacturer and retailer (combined in one); and much lower prices to the purchaser. The assistants in the retail department all receive higher wages than those in similar establishments in the city.

We do not claim that all wholesalers should become retailers, or all retailers become wholesalers, but we are satisfied that the wholesale merchant, the retail dealer and the consumer will be largely benefited when the middleman or sweater is abolished. To carry out this object, the various clothing and garment workers are combining, so that in 1900 the middleman and sweater will be a thing of the past. To enable them to do this they will require the help of the public, who should, for self-interest and on sanitary grounds, endeavor to support them.

FRANCIS J. CLAY MORAN.

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#### STRATEGICAL VALUE OF THE PHILIPPINES.

OUR foreign policy during the last few years illustrates the tenacity with which nations cling to traditional policies that have long outlived their usefulness, as well as the difficulty and slowness with which they rise to new conceptions of their interests.

The Monroe Doctrine has had for itself everything that could make a prejudice deep and strong—prescription, high authority and general consent. In carrying out its provisions we brought ourselves to the verge of war with our best customer—and for many reasons our most naturally in the future—about an infinitesimal portion of the Continent of South America. At the same time, we have passively watched the ports of Asia being closed one by one to our trade by nations which are still chasing the Eighteenth Century *ignis fatuus* of establishing colonies for an exclusive and sole market.

Every port of South America is practically as near to Europe as it is to the United States, and in trading there we shall always be subjected to the fiercest competition with all our European rivals in trade. On the other hand, the coast of China, facing as it does our own Pacific Coast, is practically at our back door. If we guard it properly, nature will assure us almost a monopoly of trade with the greater part of the Continent of Asia. To compete with us European rivals are obliged to double either Cape Horn or the Cape of Good Hope, with all the delay and dangers of crossing the line twice, or else have recourse to the long and expensive route by the Suez Canal.

The configuration of China is such that its trade with other countries must be through its seaports. The general direction of mountain ranges in Asia, unlike those of Europe and America, is east and west; and, roughly speaking, the great Empire of China is enclosed by the Himalayas and the Thian Shan range. The several attempts that England has made to establish trade routes between the interior of China and India across the Himalayas have all failed and those few who like myself have succeeded in reaching China from Europe can testify to the impossibility of the tide of trade ever setting in the direction of Europe across the icy and impass-

able ranges of the Thian Shans. The trade must flow with the Chinese rivers to the ocean.

Much has been said about the enormous future development of South America, and an impression exists that China has no such destiny. Few realise that China is yet a sparsely populated country. It is little more than one-third as thickly populated per square mile as the most sparsely populated part of Europe. It is not one-quarter as thickly populated as the most thickly populated part of Europe. I can confirm the testimony of other travellers as to the great extent of uncultivated land in its interior. Its immense mineral deposits have not yet begun to be developed, and it is said to contain the largest and finest deposit of coal yet anywhere discovered.

Contrary to the popular impression, the Chinaman is not a good business man. He is not an enterprising man. His sole idea in business is to turn his capital over rapidly and get quick returns in trade. The idea of laying out of the profits of capital for several years in order to drain marshes or irrigate wastes never occurs to him. The immensely increased trade that will result from the development of this country, should be ours. I believe there is a very pretty academic theory of economics, held by some Americans, that trade lines and routes should run north and south, on account of the greater variety of climates, and, therefore, of products to be exchanged on such lines. It is, nevertheless, a fact that in Europe, America and Asia, both by land and sea, the heavy trade-lines run east and west. It must also be remembered that in all parts of South America protective barriers will for many years be maintained against the admission of our goods, whereas China is now one of the few of the great countries which have a policy of free trade. Neglect and delay lost us a great part of our share of the South American trade. Europe has secured it. I do not wish to maintain that it is irretrievably lost to us; but, to profit by such an object lesson, it behooves us to guard our rights of trade in the almost virgin fields of China.

The Philippine Islands possess for the protection of our trade the three great essentials laid down by Captain Mahan for a strategic point at sea: first, position; second, strength; third, resources. Their position commands the channel of the China sea—the road to Europe. They would flank the communications between any European power and her colonies on the China coast with whom we were at war. Our cruisers, with them as a coaling station, could always infest the narrower passages of the Malay Archipelago. Their strength, if necessary, could be greatly increased in our hands, and the many straits and passes would make them difficult to blockade effectually if cut off from us by a superior naval force. The third great requirement—resources—would always be insured by their great population (estimated, 7,000,000), great size (an area of 114,326 square miles) and unsurpassed fertility. They have, besides, for us one accidental strategic advantage, almost equidistant as they are from both Singapore and Hong Kong, which would always enable us to co-operate with England, our natural ally to defend the trade that Anglo-Saxon enterprise has won. Their importance cannot be overestimated. Germany, for the sake of a strategic position on the sea, gave an empire in Africa for a rock in the German Ocean.

TRUXTUN BEALE.